

# SHASHWATHI S

Business Development Professional - Actively Looking For Opportunities In SaaS Sales

Provident Sunworth, Kengeri, KA, 560060

789-277-9885

[shashwathi26491@yahoo.com](mailto:shashwathi26491@yahoo.com)

[www.linkedin.com/in/shashwathi-s-23882b66](https://www.linkedin.com/in/shashwathi-s-23882b66)

<https://zety.com/profile/shashwathi-s/604>

Dedicated professional with a history of meeting company goals utilizing consistent and organized practices. Skilled in working under pressure and adapting to new situations and challenges to best enhance the organizational brand.

## Skills

Lead Generation Appointment Setting

Very Good

Cold Calling

Very Good

Business development and Strategic Planning

Very Good

Sales funnel development

Very Good

Networking and Relationship Management

Very Good

## Tools

LeadSquared, Hubspot, LinkedIn Sales Navigator, Apollo, ZoomInfo

## Work History

**2023-06 - 2023-09 - International Institute of SDG's and Public Policy Research · Research Internship**  
**Part-time**

Research Writing and Article Writing. Paper Submission on The Impact of China's Unilateral Claims

## **2023-05 -2023-08 - Sr.BDE-Sales**

*Talentbox Labs - Workcrew.ai, Remote*

Reached out to potential customers via Social channels as per the defined ICP.  
Performed research to uncover potential target areas, markets and industries.  
Performed client research and identified opportunities for account growth,  
account penetration and market expansion.  
Helped the team to address needs on technology hiring requirements for the US  
and the Indian region.  
Established relationships with key decision-makers within the customer's  
organization to promote growth and retention.

## **2023-03 - 2023-09 - GGI Impact Lab - Young Leaders Program - Virtual Internship**

Understand Core MBA Concepts, Advanced Problem Solving, Consulting Cases  
GGI Projects with peer-to-peer learning with strategy, and analysis to internalize  
learnings for real-life case implementation.

## **2023-01 - 2023-05 BDE-Sales**

*10xtd, Haix.ai, Remote*

Reached out to potential customers via LinkedIn, and email as per the defined  
ICP.  
Performed research to uncover potential target areas, markets and industries.  
Performed client research and identify opportunities for account growth,  
account penetration and market expansion.  
Helped the team to conduct webinar series on leadership hiring and worked on  
technology staffing requirements for the APAC region.  
Established relationships with key decision-makers within the customer's  
organization to promote growth and retention.

## **2022-09 - 2022-11 BDM**

*Continuum Innovations, Escronics, Remote*

Coordinated innovative strategies to accomplish marketing objectives and  
boost long-term profitability.  
Reached out to potential customers via telephone, email and in-person  
Inquiries for cloud services - AWS,GCP,Azure.

Performed research to uncover potential target areas, markets and industries.  
Created reports and presentations detailing business development activities.  
Performed client research and identify opportunities for account growth, account penetration and market expansion.  
Established relationships with key decision-makers within the customer's organization to promote growth and retention.

## **2022-06 - 2022-09 Sr BDE**

*Surgyy Designs, Insightogram, Remote*

Developed and maintained outreach lead generation campaigns over LinkedIn Sales Navigator and email marketing using Apollo.io and other automation tools.  
Developed team communications and information for meetings.  
Learned new skills and applied them to daily tasks to improve efficiency and productivity.

## **2022-03 - 2022-06 BDA, Sales Executive**

*Monospear Technologies, Bongo Studios, Remote, Karnataka*

Increased revenue by implementing effective sales strategies in the sales cycle process from prospecting leads through close.  
Presented products to clients using dynamic presentations and practical use case scenarios.  
Managed to connect with 50 leads a day to increase sales by 30 per cent.  
Developed and maintained courteous and effective working relationships.  
Created spreadsheets using Microsoft Excel for daily, weekly and monthly reporting.  
Conducted research, gathered information from multiple sources and presented results.  
Used critical thinking to break down problems, evaluate solutions and make decisions.  
Prepared a variety of different written communications, reports and documents.  
Effectively developed templates for outreach campaigns and lead searches.  
Using various tools-LinkedIn Sales Navigator, Apollo, and Lusha.

## **2021-02 - 2022-03 BDE**

*PlantThyBusiness, Cogny, BlogSkillAcademy, Leaves LED Lighting, GoodMeetings, Remote*

Exceeded goals through effective task prioritization and great work ethic.  
Increased customer satisfaction by resolving issues.  
Created plans and communicated deadlines to complete projects on time.  
Developed and maintained courteous and effective working relationships.

Actively listened to customers, handled concerns quickly and escalated major issues to the supervisor.

Offered friendly and efficient service to customers, and handled challenging situations with ease.

Used critical thinking to break down problems, evaluate solutions and make decisions.

Conducted research, gathered information from multiple sources and presented results.

Created spreadsheets using Microsoft Excel for daily, weekly and monthly reporting.

Collaborated with team members to achieve target results.

Improved operations through consistent hard work and dedication.

## **2021-05 - 2021-07 Sr BDE**

*Jungleworks, Remote*

Outbound Calling, email marketing, follow-up and convert into sales, lead generation activities.

Handled calls to address customer inquiries and concerns.

Used critical thinking to break down problems, evaluate solutions and make decisions.

Offered friendly and efficient service to customers, and handled challenging situations with ease.

Created spreadsheets using Microsoft Excel for daily, weekly and monthly reporting.

Created plans and communicated deadlines to ensure projects were completed on time.

Resolved conflicts and negotiated mutually beneficial agreements between parties.

## **2020-11 - 2021-02 Sales Manager**

*WhitehatJr*

Initiating phone conversations with parents who complete the demo classes for their kids Intensely following up with the prospects and closing the sales within the sales cycle Diligently communicating and priming the lead through channels like email, WhatsApp, SMS, and calls.

Achieving the weekly targets in a high-pressure performance-driven competitive environment Monitoring self-performance at all times while also contributing to the team performance.

Targeted new markets and increased sales through proactive sales and negotiation techniques

## **2020-06 - 2020-10 Academic Counsellor**

*Vedantu*

Initiating phone conversations with parents who complete demo classes for their kids.

Intensely following up with prospects and closing sales within the sales cycle

Diligently communicating and priming leads through channels like email, Whatsapp, SMS, calls.

Achieving weekly targets in high-pressure performance driven competitive environment Monitoring self-performance at all times while also contributing to team performance.

## **2017-06 - 2020-09 Marketing Analyst, Strategic Associate, Consultant**

*Qrius, Henry Harvin LLP, Prodigal, WesourceU, XRM Labs, Legodesk, Jungleworks, Remote*

Initiated market research studies and analyzed findings.

Analyzed third-party data and investigated new growth opportunities.

Mentored and guided the executive team during business development decision making to optimize profitability, marketing strategy and communications planning.

Remained solutions-oriented in the face of complex problems to assist management and overall business direction.

Directed automation of office procedures such as correspondence management, recordkeeping and online communications.

Monitored user behavior and lead generation.

Increased customer service success rates by quickly resolving issues.

Increased profitability and productivity by minimizing downtime and streamlining quality control procedures.

## **2015-07 - 2015-11 Product Specialist**

*Nivaata Systems, Bangalore*

Supporting Routematic, Verayu (automotive and e-commerce domain)

Application Issues.

Involvement in Software Test Life Cycle.

Follow the Software Development Lifecycle methodologies to manage the new product enhancements along with the development teams.

Analyze new requirements for the product and work with the development team to enhance the product.

Assist clients through any product usage and setup queries.

Preparing product-specific documents as per requirements.

Experience in Bug Reporting, Tracking through Mantis.

Preparing Test Cases for Build/Release with Test Execution.

Mobile App Testing (Android OS), Black box Testing.

Exposure to API Testing, Regression Testing, and User Acceptance Testing.

## **2013-12 - 2015-05 Programmer Analyst Trainee**

*Cognizant Technology Solutions, Bangalore*

Responsibilities: Handled Support Tickets.

Maintaining server space and usage with Unix.

Handled Enhancement and Maintenance tasks as per project requirements. Handled monthly reports of users in the application and metrics of tickets.

Performed Regression testing of application and maintenance tasks.

Preparing test cases and documents as per requirement.

Preparing Test Cases for Build/Release with Test Execution.

## **Education**

### **2023-10 - 2024-02 Lokneeti: Certificate in Public Policy, Data and Behavior Change**

*Indian School of Public Policy*

GPA: 7.5

### **2009-01 - 2013-01 Bachelor of Engineering: Electronics and Communication Engineering**

*Visvesvaraya Technological University RNS Institute of Technology - Bangalore* GPA: 71.91

### **2007-01 - 2009-01 PUC**

*Mount Carmel PU College - Bangalore*

GPA: 84.5

### **2006-01 - 2007-01 SSLC**

*Nirmala Rani High School - Bangalore*

GPA: 93.76

## **Languages**

English, Kannada, Hindi.